

Message Text

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PAGE 01 ISLAMA 08326 090629Z

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ACTION NEA-10

INFO OCT-01 ISO-00 FEA-01 ERDA-05 AID-05 CEA-01 CIAE-00

CIEP-01 COME-00 DODE-00 EB-07 FPC-01 H-02 INR-07

INT-05 L-03 NSAE-00 NSC-05 OMB-01 PM-04 USIA-06

SAM-01 OES-03 SP-02 SS-15 STR-04 TRSE-00 AGR-05 /095 W
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R 090445Z SEP 75

FM AMEMBASSY ISLAMABAD

TO SECSTATE WASHDC 1945

INFO AMCONSUL KARACHI

AMCONSUL LAHORE

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E.O. 11652: N/A

TAGS: EAID, ENRG, EINV, PK

SUBJECT: ESSO EASTERN PACKAGE PROPOSAL AND MARI GAS
FIELD

REF: ISLAMABAD 7717

1. ESSO RESIDENT REPRESENTATIVE AKBAR MIRZA CALLED ON EMBASSY TO REPORT ON STATUS OF SUBJECT MATTER. HE SAID THAT ON INVITATION, HE AND CHARLES ROSE, ESSO EASTERN MANAGER, SAW FUELS MINISTRY SECRETARY H. U. BEG ON SEPT. 4 TO DISCUSS AGAIN THE ESSO PROPOSAL. BEG TOLD THEM THAT HIS MINISTRY WOULD BE RESUBMITTING THE PACKAGE PROPOSAL TO THE CABINET-LEVEL ECONOMIC COORDINATING COMMITTEE FOR APPROVAL, BUT THIS TIME THE PROPOSAL WOULD BE MUCH STRENGTHENED BY ADDITIONAL ECONOMIC ARGUMENTS TO MEET SOME OF THE RESERVATIONS EXPRESSED AT THE LAST ECC MEETING. HE ESTIMATED THAT ECC WOULD HAVE IT ON ITS AGENDA IN ABOUT THREE WEEKS TIME.

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PAGE 02 ISLAMA 08326 090629Z

2. IN CALLING THE MEETING WITH THE ESSO EASTERN REPS, BEG

HAD ATTEMPTED TO HAVE ALSO PRESENT THE ESSO FERTILIZER MANAGER, ALL CONNALLEE, IN ORDER TO LINK BOTH ESSO ENTERPRISES IN THE PACKAGE PROPOSAL. BOTH ESSO ENTITIES HAD OBJECTED TO THIS, ARGUING A CONFLICT OF INTEREST. BEG FINALLY AGREED TO CONNALLEE'S ABSENCE BUT AT THE MEETING ALLUDED BRIEFLY TO THE DESIRE OF THE GOP TO INCLUDE IN THE PACKAGE PROPOSAL A FOURTH ELEMENT, NAMELY, RELIEF TO ESSO FERTILIZER. (THIS REMAINS A DISTINCT POSSIBILITY SINCE AL CONNALLEE WAS TOLD THE NEXT DAY BY INDUSTRIES SECRETARY N. N. A. KURESHI THAT TWO OF HIS COMPANY'S DESIRES -- A GAS PRICE HIKE AND DEVALUATION COMPENSATION -- WOULD ALSO BE TAKEN UP BY THE ECC SHORTLY.)

3. MIRZA TOLD US THAT THE POSSIBILITY OF ABU DHABI PARTIES BUYING ESSO EASTERN'S FACILITIES SEEMED TO BE FADING. THE LICHTENSTEIN BANKER WHO WAS ONCE INTERESTED IN THE PROJECT HAD BEEN IN PAKISTAN DURING THE LAST WEEK OF AUGUST BUT MADE NO EFFORT TO CONTACT ESSO. HE HAD PROMISED TO DO SO AND THE FACT HE DID NOT APPROACH THE ESSO PEOPLE SUGGESTED TO THEM A COOLING INTEREST.

4. MIRZA PRIVATELY COMMENTED THAT THE FUELS MINISTRY APPEARS PREPARED TO SUPPORT VIGOROUSLY THE THREE-PART ESSO PACKAGE PROPOSAL, BUT THE POSITION OF PRODUCTION AND INDUSTRIES MINISTER RAFI RAZA, WHO IS THE STRONGEST PERSONALITY ON THE ECC, REMAINS VERY UNCERTAIN.
BYROADE

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